

Message Text

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ACTION EA-07

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /015 W

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R 210652Z AUG 74

FM AMEMBASSY TOKYO

TO USDOC WASHDC

INFO SECSTATE WASHDC 4059

UNCLAS TOKYO 10861

FOR OIM/WELCH

E.O. 11652: N/A

TAGS: BEXP, JA

SUBJECT: TC OCT SHOW - CLOSE OF SOLICITATION WRAP-UP REPORT

1. PA'S RECEIVED: FOURTEEN- (1) CLARK INTL; (2) DUNHAM-BUSH;
(3) ELECTRIC ICE MEN; (4) HILL REFRIGERATION; (5) MELCOR; (6)
NIKKO TRADING REPRESENTING (A) KELVINATOR AND (B) SILICOX;
(7) PHILCO FORD; (8) SHINWA TRADING REPRESENTING (A) COPELAND,
(B) LAU IND, AND (C) PARAGON; (9) TECUMSEH IMPORTERS REPRESENTING
(A) TECUMSEH PRODUCTS CO AND (B) DRAKE AMERICA/FORGEL;
(10) THERMO KING; (11) TSUNASHIMA CO REPRESENTING (A) ADMIRAL,
(B) AMANA, AND (C) GENERAL MOTORS OVERSEAS; (12) UMC IND; (13)
WARREN; AND (14) WESTINGHOUSE.

2. PARTICIPATION CONFIRMED AND AWAITING PA'S: FIVE
- (1) CARRIER INTL; (2) GENERAL CRYOGENICS; (3) MCQUAY DIV;
(4) TAYLOR FREEZER; AND (5) YORK DIV, BORG-WARNER.

3. VERBALS: TWO - (1) MANAGEMENT CONSULTANTS (2)
VALDEZ-NUNEZ.

4. TC HAS RECEIVED NYISO SHPPING INSTRUCTION FOR FRICK CO.
REQUEST OIM CONFIRM PARTICIPATION.

5. TOTAL 20 PARTICIPANTS/26 EXHIBITORS ARE LISTED IN POINTS
ONE THROUGH FOUR ABOVE. CONSIDERING SIZE OF EXHIBITS,
IMPERATIVE PLACE OTHER PROSPECTS ON WAITING LIST UNTIL
COMPLETION OF DESIGN LAYOUT.

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YM RECONFIRM NECESSITY OF EMBASSY TRADE CONTACT
ASSISTANCE AND CLEARANCE FOR PUBLICATION FOR DUNHAM-
?7 # -,\$ 3)3:548: 8:3 .3, 9* -.348:-. ALSO DUNHAM'S
FORM BID-466P, ITEM 7 REFERRED FORM 9809, HOWEVER, NO
SUCH FORM ATTACHED WITH. REQUEST OIM ASK DUNHAM
AIRMAIL FORM 9809.

7. RE TOKYO 10509 PARA THREE (1); TC HOLDS NIKKO TRADING
CO PA, MULTI ACCOUNT AGENT FOR KELVINATOR AND SILICOX.
PLS ADVISE MARKET STATUS ON SILICOX-ROSS TEMP ICE MAKERS.
AGENT INTENDS TO SUBMIT NTM CONTRIBUTION WITH ASSUMPTION
THAT SILICOX IS NTM.

8. J.R. KLINE, DIRECTOR, TOKYO OFFICE, YORK DIV OF
BORG-WARNER CORP, CONFIRMING AVAILABILITY OF EXHIBIT
ITEMS, NEW LINE OF COMMERCIAL REFRIGERATORS, INFORMS
U.S. PRINCIPAL WILL PAY CONTRIBUTION TO OIM ALTHOUGH
DOCUMENTS WILL BE ARRANGED IN TOKYO. REQUEST OIM
CONTACT FURGERSON, (217) 843-0731 AND OBTAIN CONTRIBUTION.
HODGSON

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NNN

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